Repositioning the Company for Client/Server Computing

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Making Open Client/Server A Reality

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Client/Server

- Definitions
- Changing Environment
- Client/Server Services Strategy
- Implementing Open Client/Server solutions
- Digital difference

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Client/Server Definitions

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Client/Server Is . . .

a) A buzzword
b) A style of computing
c) A technology
d) A legal term
e) Some of the above
f) None of the above
g) All of the above

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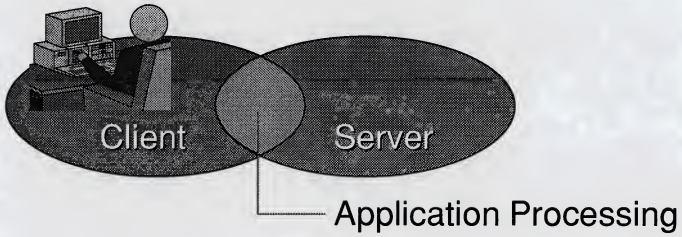
Client/Server Definition

Classic 2-Tier Approach

A style of computing in which application processing is shared between client programs, which request specific functions, and server programs, which provide those functions



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Changing Environment

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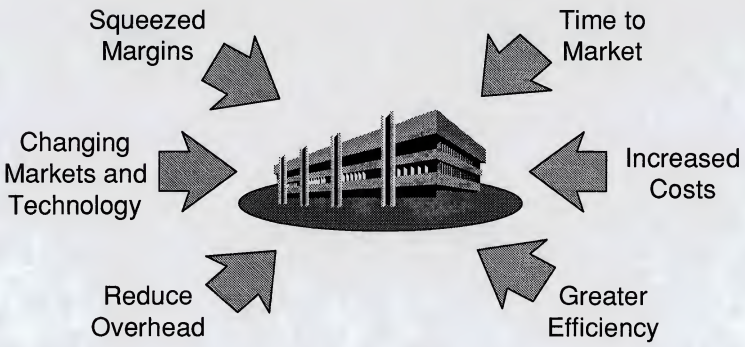
Business Pressures



This Means Change . . .

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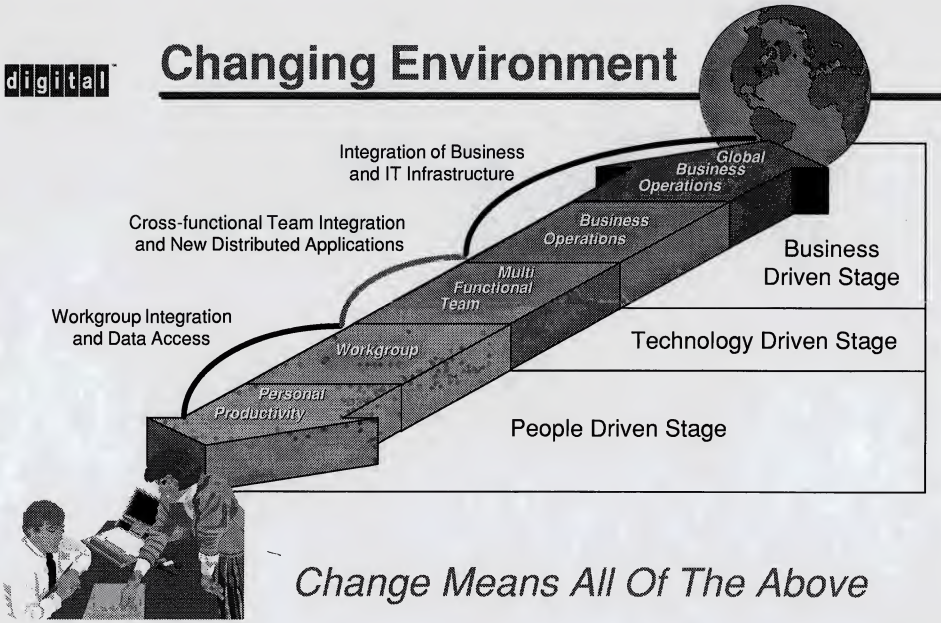
Changing Environment



Change Means All Of The Above

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Client/Server Services Strategy

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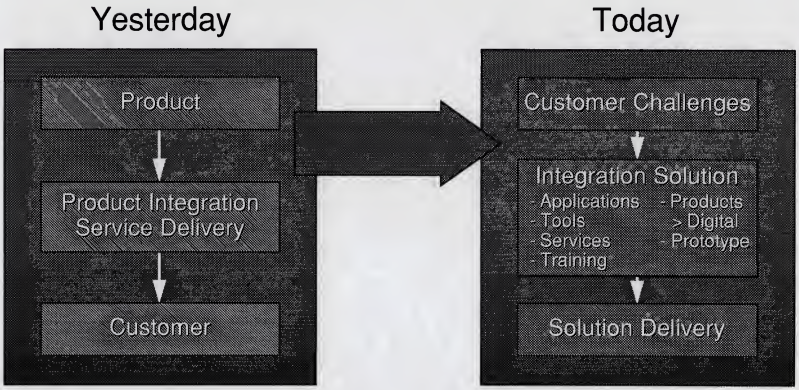
Supporting Customer's Transition To Client/Server



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Client/Server Integrated Solutions And Services

Digital Consulting Integration Services

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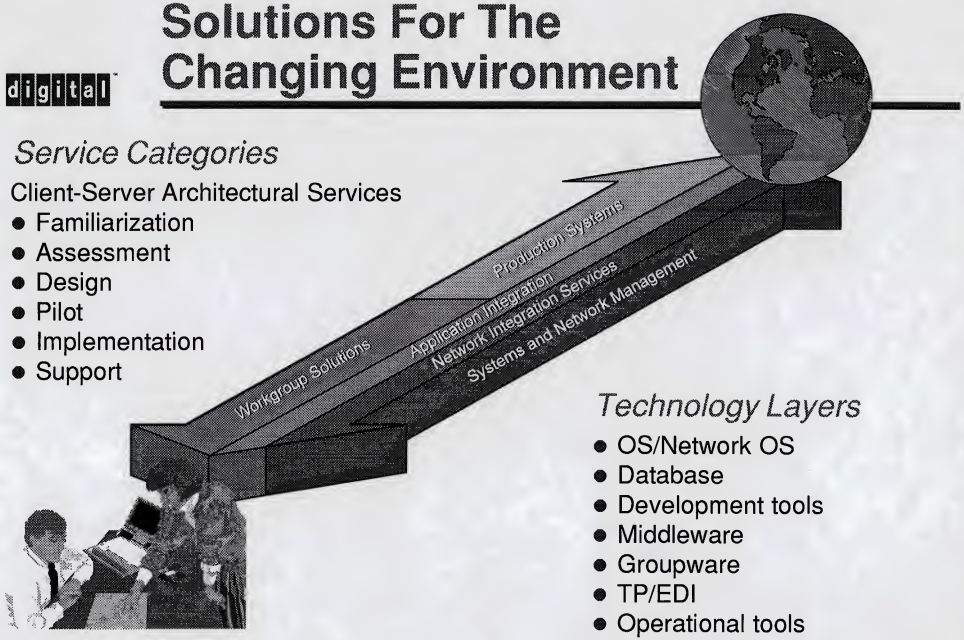
Solutions For The Changing Environment

Service Categories

Client-Server Architectural Services

- Familiarization
- Assessment
- Design
- Pilot
- Implementation
- Support



Technology Layers

- OS/Network OS
- Database
- Development tools
- Middleware
- Groupware
- TP/EDI
- Operational tools

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What Customers Ask For:

Familiarization	"Help me understand what it means"
Assessment	"Help me understand how it would benefit me"
Design	"Help me plan for my immediate and future needs"
Pilot	"Help me get started with a live evaluation"
Implementation	"Help me get all my users up and running"
Support	"Help me reduce my cost of ownership"

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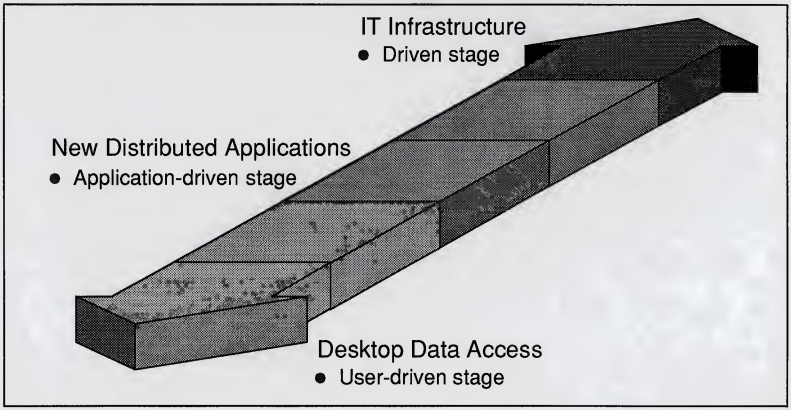
Implementing Open Client/Server Solutions

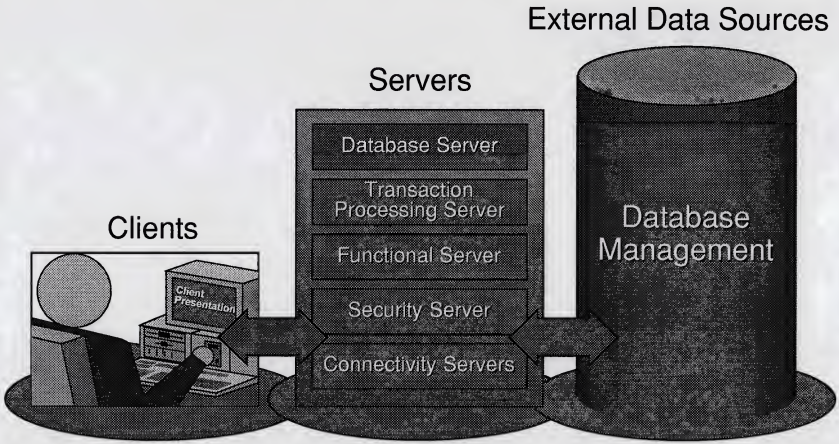
Build Open Client/Server Systems

To Meet Business Needs



Open Client/Server

Evolving 3-Tier Approach



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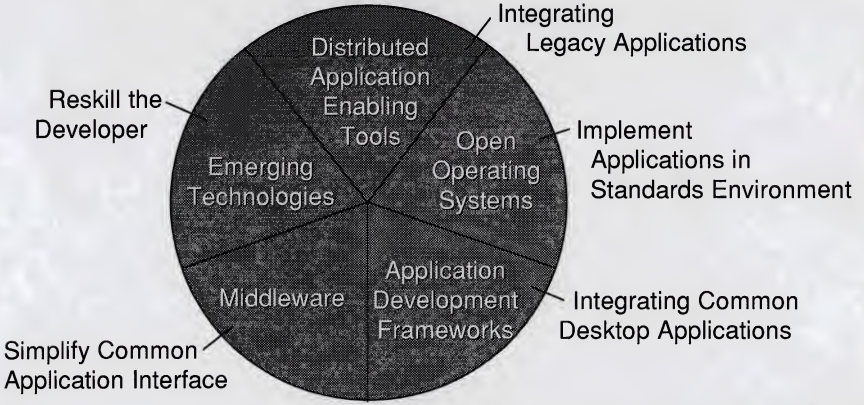
Reskill Systems People

Adapting To The Client/Server Environment



. . . Application Integration

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Manage High Performance Operations

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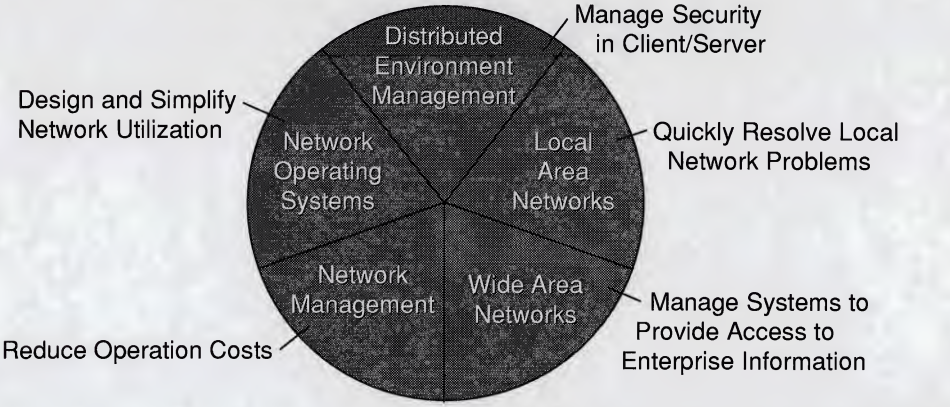
Client/Server Environment



. . . Network Integration Services

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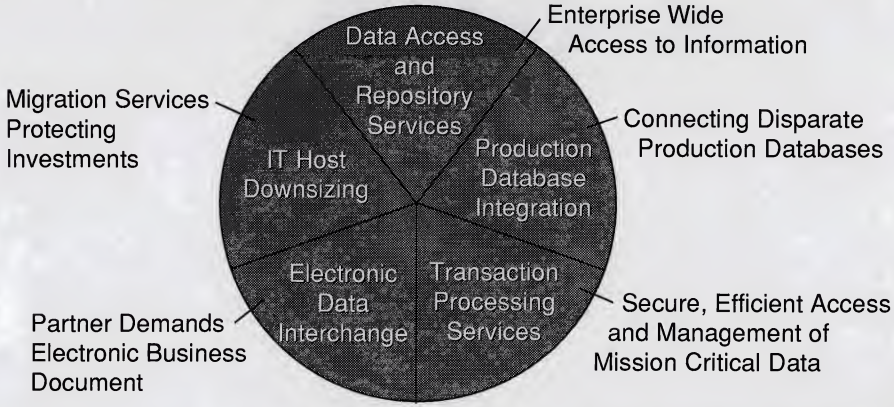
Protect Existing Investments

In The Client/Server Environment


Data Access and Repository Services
Enterprise Wide Access to Information
Migration Services Protecting Investments
Connecting Disparate Production Databases
IT Host Downsizing
Production Database Integration
Electronic Data Interchange
Transaction Processing Services
Partner Demands Electronic Business Document
Secure, Efficient Access and Management of Mission Critical Data

. . . Production Systems

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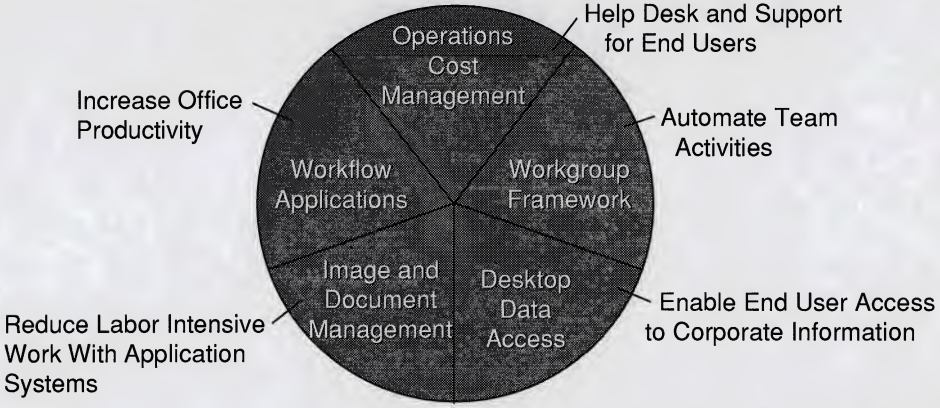
Reskill End Users

Utilize Client/Server Productivity Tools


Operations Cost Management
Help Desk and Support for End Users
Increase Office Productivity
Automate Team Activities
Workflow Applications
Workgroup Framework
Image and Document Management
Desktop Data Access
Reduce Labor Intensive Work With Application Systems
Enable End User Access to Corporate Information

. . . Workgroup Solutions

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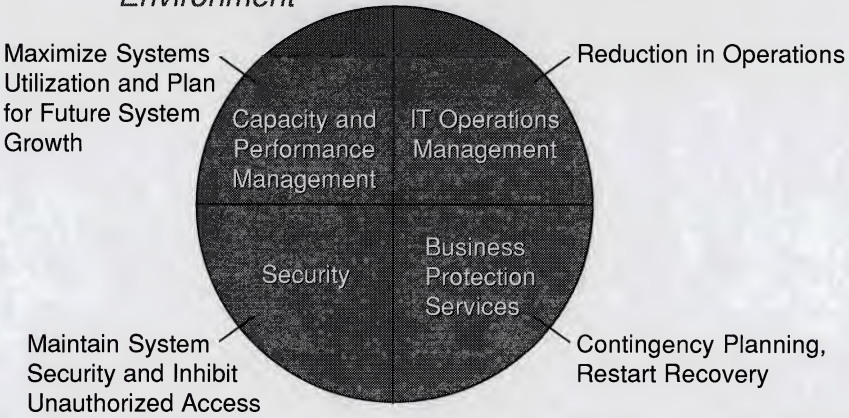
Maintain High Availability

Systems And Applications In The Client/Server Environment


Maximize Systems Utilization and Plan for Future System Growth
Capacity and Performance Management
IT Operations Management
Reduction in Operations
Security
Business Protection Services
Maintain System Security and Inhibit Unauthorized Access
Contingency Planning, Restart Recovery

. . . System And Network Management

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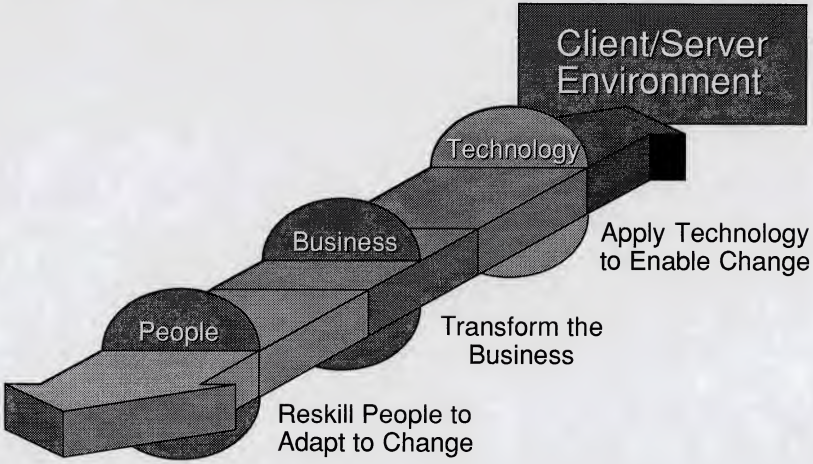
Digital Difference

Digital's Comprehensive Approach



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Digital Difference

Technical Competencies

- Open Client/Server architecture design
- Network integration and PC LAN integration
- Multivendor fault isolation and support
- Systems/networks management

Core Capabilities

- Multivendor systems integration and solution creation
- Multivendor service engineering and technologies
- People skills development
- Customer engagement and management

Global Operations

- 2000+ business /technology consultants
- 7000+ Client/Server service specialists
- 2800+ UNIX service specialists
- 700+ CNE in multivendor network operating systems

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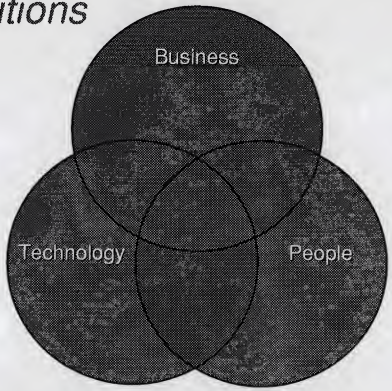
Digital Difference

. . . One Stop Open Client/Server Solutions



An Integrated Implementation to Take Full Advantage of the Client/Server Solutions

JOANNE K. MASINGILL
DIRECTOR, CLIENT/SERVER INTEGRATED SERVICES
DIGITAL EQUIPMENT CORPORATION

PROFILE

CAPABILITIES

Ms. Masingill is Director of Client/Server Integrated Services for Digital Equipment Corporation. In this role, Ms. Masingill is responsible for defining, creating, and delivering client/server solutions and services in the U.S. The range of services include solutions in downsizing, workgroup computing, and application migration services. These services focus on customer needs in understanding and effectively taking advantage of client/server technology to meet their business needs in the 1990s.

BACKGROUND

Ms. Masingill joined Digital in 1988 and has held a variety of senior management positions with the company, including Director of Strategic Alliances and Business Development for Digital's Office Information Group, and Director of Business Development, Marketing and Operations for Network Integration Software and Database Systems.

During her career, Ms. Masingill has held numerous international operational, marketing, and management positions at AT&T, Mathematica Consulting division, and Squibb Corporation. She has been recognized as a leader in open systems applications and client/server integration solutions.

EDUCATION

She received a B.A. with honors in Mathematics from Douglass College, Rutgers University, and has completed a number of executive education programs, including INSEAD Business School in Fountainbleau, France.